

Anheuser-Busch

ANNUAL REPORT / 1960

OFFICERS

August A. Busch, Jr.

President

R. A. MEYER Vice President and General Manager

FRANK H. SCHWAIGER
Senior Vice President
—Brewing

WILLIAM BIEN
Vice President

C. J. HAUSER Vice President

HENRY N. McCluney
Vice President

JOHN FLANIGAN
Vice President

WALTER T. SMITH, JR. Vice President

Hugo Waninger Vice President

J. KENNETH HYATT Vice President

> R. C. GADSBY Vice President

THOMAS C. BURROWS
Vice President

OWEN RUSH Vice President

MARVIN D. WATERS

Controller

MRS. K. SIEBERT Secretary

REID McCrum

C. E. EHRHARDT

Assistant Controller

THOMAS J. CARROLL
Assistant Secretary

JOHN L. HAYWARD

Assistant Secretary

DIRECTORS

EBERHARD ANHEUSER

WILLIAM S. ANHEUSER

August A. Busch, Jr.

Chairman of the Board

DAVID R. CALHOUN, JR.

JOHN FLANIGAN

A. VON GONTARD Vice Chairman of the Board

Andrew W. Johnson

JOHN F. KREY II

H. NORRIS LOVE

J. W. McAfee

R. A. MEYER

ADOLPH B. ORTHWEIN

CURT H. REISINGER

ETHAN A. H. SHEPLEY

JOHN L. WILSON

EXECUTIVE

AUGUST A. BUSCH, JR.

R. A. MEYER Vice Chairman

DAVID R. CALHOUN, JR.

A. VON GONTARD

ANDREW W. JOHNSON

J. W. McAfee

JOHN L. WILSON

STOCK TRANSFER AGENTS

St. Louis Union Trust Company 510 Locust Street St. Louis 1, Missouri

CHEMICAL BANK
NEW YORK TRUST
COMPANY
30 Broad Street
New York 15, N. Y.

STOCK REGISTRARS

MERCANTILE TRUST
COMPANY
721 Locust Street
St. Louis 1, Missouri

Morgan Guaranty
Trust Company
of New York
30 West Broadway
New York 15, N. Y.

DEBENTURES-TRUSTEE, REGISTRAR AND PAYING AGENT

MANUFACTURERS TRUST
COMPANY
55 Broad Street
New York 15, N. Y.



ANNUAL REPORT

TO

SHAREHOLDERS

OF

ANHEUSER-BUSCH,

INCORPORATED

SAINT LOUIS, MO.

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| | 1960 | 1959 |
|--|---------------|---------------|
| YEAR ENDED DECEMBER 31 | | |
| Barrels of beer sold | 8,477,099 | 8,064,756 |
| Sales — less freight, discounts and allowances | \$400,900,568 | \$382,724,798 |
| Inventory turnover in cost of sales | 7.9 times | 7.4 times |
| All costs and expenses except taxes | 269,785,079 | 261,986,160 |
| | 115,699,579 | 107,709,966 |
| All taxes | 23.65 | 22.20 |
| Per share | 15,415,910 | 13,028,672 |
| Earnings | | 4.4% |
| Ratio to net sales | 5.0% | 9.9% |
| Return on average invested capital | 11.0% | 2.69 |
| Per share | 3.15 | |
| Cash dividends paid | 6,820,045 | 6,040,361 |
| Per cent of earnings distributed | 44% | 46% |
| Per share | 1.40 | 1.25 |
| Earnings retained | 8,595,865 | 6,988,311 |
| Provision for depreciation charged to operations | 10,580,827 | 10,082,726 |
| Capital expenditures | 17,076,280 | 14,179,756 |
| | | |
| FINANCIAL CONDITION AT DECEMBER 31 | | |
| Current assets | 63,404,238 | 58,335,582 |
| Current liabilities | 15,063,537 | 12,166,414 |
| Working capital | 48,340,701 | 46,169,168 |
| Working capital ratio | 4.2 to 1 | 4.8 to 1 |
| Per share | 9.88 | 9.52 |
| Net property | 112,713,466 | 106,281,388 |
| Per share | 23.05 | 21.90 |
| Other assets and deferred charges | 8,808,959 | 9,115,462 |
| Per share | 1.80 | 1.88 |
| rei silale | | |
| | | |
| Long-term debt | 24,493,000 | 25,716,000 |
| Per share | 5.01 | 5.30 |
| Net worth — capital stock and surplus | 145,370,126 | 135,850,018 |
| Per share | 29.72 | 28.00 |
| rei Stidie | 20.72 | 20.00 |
| Number of charge substanding of December 24 | 4,891,539 | 4,851,698 |
| Number of shares outstanding at December 31 | | |
| Number of shareholders at December 31 | 19,680 | 20,394 |
| Number of employees at December 31 | 8,711 | 8,687 |
| Total payroll cost | \$ 73,070,079 | \$ 70,438,238 |
| | | |

THE PRESIDENT'S LETTER

To the Shareholders of Anheuser-Busch, Incorporated:

Last year . . . 1960 . . . was an excellent year for Anheuser-Busch, Incorporated.

A capsule report of the year, from a financial standpoint, reads like this . . .

We did in excess of \$400,000,000 in business . . . sold 8,477,000 barrels of beer . . . earned \$15,415,910 at the rate of \$3.15 per share . . . paid out \$73,000,000 salaries, wages, and benefits . . . and \$6,820,000 in dividends.

Our tax bill was in excess of \$115,000,000 . . . we spent \$17,000,000 on new plant and equipment and set aside more than \$10,000,000 for depreciation and replacement.

In each case, receipts and expenditures exceeded last year.

All in all, it was the best year in our entire history.

This pretty much tells the story of our operations. Full details will be found in appropriate sections of this report.

It has become more or less standard practice for businessmen to forecast the future. We have said time and time again that we have no special knowledge which gives us any insight into what the future may bring.

On previous occasions I have indicated that there are basic reasons why we feel strongly about the need for constructive and decisive action on the part of both government and business, particularly in these times. We believe that such action is essential to the kind of confidence we need to move forward. There is too much at stake both here and in the rest of the world to feel otherwise. In addition, it seems to me the hope and security of millions of citizens are directly involved and as a matter of fact

the hopes of the whole freeworld are tied to a prosperous and secure America. We shall devote all of our energies in the year ahead to keeping Anheuser-Busch in the forefront of the industry.

On behalf of the entire management group of Anheuser-Busch, I express sincere appreciation for the confidence expressed in your officers and directors.

Respectfully submitted,

President and Chairman of the Board

St. Louis, Missouri, March 3, 1961.

THE ANNUAL MEETING ...

of the shareholders of the Company will be held on Wednesday, April 26, 1961 at 10:00 a.m. A notice of that meeting and proxies on behalf of the management will be sent to the shareholders on or about April 3, 1961.



Condensed statement of beer volume and consolidated earnings by quarters is shown below:

| | In Thousands | | | |
|--------------------------|------------------|-------------------|------------------|-------------------|
| | First Quarter | Second Quarter | Third Quarter | Fourth Quarter |
| Barrels sold (all beers) | 1,841 | 2,537 | 2,309 | 1,790 |
| Net sales | \$67,512 | \$89,873 | \$83,923 | \$67,447 |
| Depreciation provision | 2,578 | 2,605 | 2,666 | 2,732 |
| Income before taxes | 5,796 | 10,814 | 10,865 | 5,976 |
| Earnings | 2,723 | 5,085 | 5,105 | 2,503 |
| Per share | .56 | 1.05 | 1.03 | .51 |

Return on average invested capital for the year was 11% compared with 9.9% for 1959, and the ratio of earnings to net sales increased to 5% compared with 4.4% for 1959.

Cash dividends of \$1.40 per share were paid in 1960 compared with \$1.25 in 1959. The Company has paid cash dividends in each of the past 28 years, and stock dividends in the years 1953 and 1954.

Package beer sales in 1960 were 83.4% of total volume, with 62.6% of package beer sold in cans and nonreturnable bottles, cans accounting for 53.1% of the total package beer volume. Approximately 81% of the beer sold by the Company in 1960, measured in barrels, reached retail channels through over 900 independent wholesaler distributing points which serve various marketing areas throughout the country.

A summary of the consolidated income statement on page 14 for the past two years shows the increases that took place during 1960.

| | | In Thousands | |
|------------------------|-----------|--------------|------------------|
| | 1960 | 1959 | Increase |
| Net sales | \$308,755 | \$295,992 | \$12,763 4.3% |
| Cost of doing business | | 266,917 | 8,387 3.1% |
| Income before taxes | 33,451 | 29,075 | 4,376 15.1% |
| Tax provision | 18,035 | 16,046 | 1,989 12.4% |
| Earnings Per cent | 15,416 | 13,029 | 2,387 18.3% |

WORKING CAPITAL

Working capital at December 31, 1960 was \$48,340,701, an increase of \$2,171,533 over December 31, 1959. Working capital ratio was 4.2 to 1. Cash, governments (excluding tax bills deducted from current liabilities), and commercial paper aggregated \$24,725,200, or 1.6 times current liabilities of \$15,063,537.

The following statement summarizes the flow of funds for the past three years and accounts for the changes in working capital:

| | | In Thousands | |
|--|----------|--------------|----------------|
| | 1960 | 1959 | 1958 |
| SOURCE OF FUNDS | | | |
| Net earnings | \$15,416 | \$13,029 | \$10,836 |
| Depreciation provisionLong-term indebtedness | 10,581 | 10,083 | 8,497 2,700 |
| Proceeds from stock options exercised | 924 | 537 | 8 |
| Total | 26,921 | 23,649 | 22,041 |
| DISPOSITION OF FUNDS | | | |
| Additions to property accounts | 17,076 | 14,180 | 23,138 |
| Dividends paid | 6,820 | 6,040 | 5,787 |
| Long-term debt reduction | 1,223 | 44 | 4,171 |
| Other items | (370) | (623) | 108 |
| Total | 24,749 | 19,641 | 33,204 |
| Working capital increased or (decreased) | \$ 2,172 | \$ 4,008 | (\$11,163 |

INCOME DOLLAR ALLOCATIONS

Comparison of the changes in the analysis of the Company's sales dollar for 1960 and 1959 is shown below:

| | | In Tho | usands | |
|---|-----------|--------|-----------|------|
| | 1960 | % | 1959 | % |
| For materials and supplies | \$146,562 | 35.1 | \$141,718 | 35. |
| To governments for taxes | 115,700 | 27.8 | 107,710 | 27. |
| To employees for salaries, wages and benefits | 71,313 | 17.1 | 68,976 | 17. |
| For all other costs and expenses | | 16.3 | 66,700 | 16. |
| Total costs and expenses | 401,713 | 96.3 | 385,104 | 96. |
| Cash dividends paid to shareholders | 6,820 | 1.6 | 6,040 | 1. |
| Earnings retained in business | 8,596 | 2.1 | 6,988 | 1. |
| Sales dollar | \$417,129 | 100.0 | \$398,132 | 100. |
| | | | | |

TAXES

Total taxes applicable to 1960 operations (not including the many hidden taxes included in materials and services purchased) amounted to \$115,700,000; direct taxes for the last three years were:

| | In Thousands | | |
|--|--------------|-----------|-----------|
| | 1960 | 1959 | 1958 |
| Federal and state excise taxes on beer | \$ 92,359 | \$ 86,956 | \$ 74,800 |
| Federal and state income taxes | 18,035 | 16,046 | 11,653 |
| All other taxes | 5,306 | 4,708 | 4,183 |
| Total | \$115,700 | \$107,710 | \$ 90,639 |
| Per share | 23.65 | 22.20 | 18.79 |

Federal income tax returns have been examined through the year 1958, settlements agreed upon, and the additional taxes paid.

PROPERTY

The following schedule presents capital expenditures and depreciated values for the past five years, including Busch Stadium:

| | In Thousands | |
|-------|--------------|----------------------------------|
| | Additions | Depreciated Value December 31 |
| 1956 | \$ 4,557 | \$ 92,305 |
| 1957 | 5,732 | 90,143 |
| 1958 | 23,138 | 104,580 |
| 1959 | 14,180 | 108,054 |
| 1960 | 17,076 | 114,293 |
| Total | \$64,683 | |

Our Tampa brewery expansion was completed in 1960. Expansion of the Los Angeles brewery is now in progress with completion scheduled early in 1961.

An increase in capacity of our St. Louis brewery of 20% has been commenced with completion scheduled in 1962. The program will include substantial modernization of St. Louis brewing, packaging and shipping operations.

Depreciation provision of \$10,580,827 includes \$1,577,400 of accelerated depreciation provided by methods permitted pursuant to the Internal Revenue Code.

SHAREHOLDERS

At the close of the year, shareholders numbered 19,680 compared with 20,394 at the end of 1959.

| | Holders of Record | Shares Held |
|---|----------------------|----------------|
| 1en | 5,742 | 1,015,987 |
| Nomen | 5,709 | 1,151,715 |
| pint names | 7,011 | 538,937 |
| luciaries | 671 | 1,215,492 |
| stitutions, foundations, brokers, nominees and others | 547 | 969,408 |
| Total | 19,680 | 4,891,539 |

EMPLOYEE RELATIONS

At December 31, 1960, employment was 8,711. Salaries and wages to officers and employees amounted to \$65,308,933; pension, life insurance, welfare benefits and payroll taxes aggregated \$7,761,146.

2,824 **EMPLOYEES** 2,339 AND LENGTH 2,074 OF SERVICE 1,474 8,711 total LESS THAN 5 YEARS 10-20 YEARS 20 YEARS AND OVER 5-10 YEARS As of the end of 1960, there were 8,711 persons employed by Anheuser-Busch. The chart above shows the breakdown of employees according to length of service. Within the group of 20 years and over, there are 122 employees who have been with the company for more than 30 years.

FARM PRODUCTS

Farm products purchased by the Company in 1960 had an aggregate value of \$36,226,000. Processing of brewers grains and corn produced 88,900 tons of high protein feed having a sales value of \$3,416,000, which was returned to the farm as feed.

The American farmer supplies the domestic hops, malt, barley, rice, and other grains used in the production of beer; corn for various products produced from corn; and molasses used in the production of yeasts.

In the brewing of Budweiser, the Company is one of the few breweries using rice exclusively as an adjunct grain to barley malt.

RESEARCH

The Company is actively engaged in research to improve present products and processes, develop new products, increase efficiency and reduce manufacturing cost.

Beer research includes the investigation of the factors involved in the brewing process from the raw materials to the finished product; and the development of methods for maximum control of uniformity of beer quality and stability. Yeast-corn products research effort has been concentrated on cost reduction in processing and distribution of products. Progress in this direction was made possible in the production of bakers yeast by the application of recent developments in equipment and instrumentation technology. Patents were obtained on new starch products for the textile and paper industries.

ST. LOUIS CARDINALS

Consolidated operations of the Cardinals and its subsidiaries for their fiscal year ended October 31, 1960, resulted in a net loss of \$36,941. For the period from March 10, 1953 (acquisition date) to October 31, 1960, the operations of the Cardinals resulted in a net loss of \$124,064. During the 1960 baseball season the Cardinals' home attendance increased 18% and attendance at games away from home increased 16%. In 1961, the Cardinals will operate one minor league club and have working agreements with seven other minor league clubs.

MANAGEMENT CHANGES

On April 13, 1960, Mr. R. A. Meyer, Vice President and General Manager, was elected a member of the Board of Directors. Mr. Owen Rush was appointed Vice President in charge of industrial relations.

During 1960, Mr. Arthur E. Weber, Vice President - yeast and corn products, who had been with the Company 34 years, retired from service. Mr. R. E. Hardy, Vice President, also retired after 10 years of service.

We regret to report the death, on October 19, 1960, of Mr. A. L. Weber who was Assistant Treasurer of the Company.

STOCK OPTION PLAN

On August 2, 1955, shareholders approved a restricted stock option plan for officers and key employees of the Company and its subsidiaries to the extent of 240,811 unissued shares of common stock. Option prices are not less than 95% of fair market value at dates of grant (110% in the case of a person possessing 10% or more of the combined voting power of the Company).

In 1960, options covering 8,800 shares at \$32.93 and \$36.575 a share were granted. Options covering 39,841 shares were exercised at prices ranging from \$18.41 to \$32.93 a share and the 10,000 remaining shares of an option at \$25.30 a share expired.

At December 31, 1960, the following options were outstanding:

| Date of Grant | Number of Optioned Shares | Option Price |
|--------------------|------------------------------|--------------|
| November 14, 1955 | 9,950 | \$19.00 |
| October 22, 1958 | 1,050 | 20.90 |
| September 16, 1960 | 4,900 | 32.93 |
| December 19, 1960 | 3,800 | 36.575 |
| Total shares | 19,700 | |

LEGAL PROCEEDINGS

On September 10, 1957, the Federal Trade Commission entered an order to the effect that the Company had violated antitrust laws which would prohibit the Company from cutting prices in any market where it is in competition with other brewers, unless it reduces its prices for the same quantity of beer everywhere by the same percentage. The Company appealed this order to the United States Court of Appeals for the Seventh Circuit and was successful in having the order reversed. The Federal Trade Commission appealed this decision to the United States Supreme Court and on June 20, 1960 the United States Supreme Court rendered its decision and reversed the judgment of the Court of Appeals and remanded the case to that Court for further proceedings not inconsistent with its opinion. On January 25, 1961, the United States Court of Appeals for the Seventh Circuit set aside the order issued by the Federal Trade Commission on September 10, 1957.

On October 30, 1958, the United States, acting under the direction of the Attorney General, filed a complaint against the Company and the corporations from which the Company purchased the Miami Regal brewery, alleging that the effect of such acquisition may be substantially to lessen competition or to tend to create a monopoly in the production and sale of beer in the State of Florida and in various sections thereof, in violation of Section 7 of the Clayton Act, and seeking an order requiring that the Company divest itself of all of the business acquired from such other corporations, including trademarks, inventory and assets relating to the production of Regal beer in Florida. The Company negotiated with the United States a consent judgment which in effect requires the Company to offer for sale the Miami Regal brewery at a price and upon terms which are acceptable to the United States District Judge having due regard among other things for the reasonable market value of the Miami Regal brewery and the necessity of effecting a prompt sale. During the past year and in accordance with the terms of the consent judgment, the sales agent appointed by the Company has made strenuous efforts to sell the Miami Regal brewery but to date has not received an offer from any prospective purchaser. Counsel for the Company is preparing a petition to modify the consent judgment which will be presented to the United States District Judge at Miami for his decision.

The Company was defendant in certain other lawsuits at December 31, 1960, the ultimate outcome of which cannot be determined at this time. The Company's liability under such suits, if any, would not materially affect its financial condition or operations.

CONSOLIDATED BALANCE SHEET

December 31, 1960 And 1959



ANHEUSER-

| ASSETS | 1960 | 1959 |
|--|----------------------|----------------------|
| CURRENT ASSETS: | | |
| Cash | \$ 10,506,716 | \$ 11,791,655 |
| United States Government | 10,240,109 | 7,845,824 |
| Commercial paper | 3,978,375 | |
| Accounts and notes receivable: | | |
| Trade (less reserves: 1960, \$530,000; 1959, \$370,000) | 13,174,892 | 12,793,899 |
| Other | 561,733 | 536,577 |
| Inventories – (at lower of cost or market, cost being determined under the "last-in, first-out" method as to approximately 32% of total inventories in 1960) | 24,942,413 | 25,367,627 |
| Total current assets | 63,404,238 | 58,335,582 |
| MISCELLANEOUS NON-CURRENT ASSETS | 1,058,037 | 990,082 |
| Other Assets: | | |
| Investment and advances - St. Louis National Baseball | 0.450.000 | 0.450.000 |
| Club, Inc. | 3,150,000 | 3,150,000 |
| Busch Stadium – net | 1,579,747 | 1,772,643 |
| Total other assets | 4,729,747 | 4,922,643 |
| Property — at cost: | | |
| Plant and branch property (less reserve for depreciation: 1960, \$81,788,222; 1959, \$73,256,217) | 101,654,492 | 100,933,260 |
| Construction in progress | 7,384,545 | 4,449,790 |
| Real estate, other than plant property (less reserve for depreciation: 1960, \$729,233; 1959, \$625,280) | 1,511,787 | 485,506 |
| Cooperage (less reserve for depreciation: 1960, \$8,931,311; 1959, \$8,581,408) | 2,162,642 | 412,832 |
| Net property | _112,713,466 | 106,281,388 |
| Deferred Charges | 3,021,175 | 3,202,737 |
| TOTAL | <u>\$184,926,663</u> | <u>\$173,732,432</u> |

BUSCH, INCORPORATED and subsidiaries

| LIABILITIES . | 1960 | 1959 | |
|---|---------------|---------------|--|
| CURRENT LIABILITIES: | | | |
| Notes payable | \$ 900,000 | | |
| Accounts payable | 6,921,821 | \$ 6,096,217 | |
| Miscellaneous taxes and expenses | 3,392,677 | 3,065,087 | |
| Accrued salaries and wages | 2,364,425 | 2,166,329 | |
| Income taxes – estimated: Federal (less United States Government securities: 1960, \$10,395,386; 1959, \$9,841,219) | 934,614 | 378,781 | |
| State | 550,000 | 460,000 | |
| Total current liabilities | 15,063,537 | 12,166,414 | |
| | | | |
| LONG-TERM DEBT: | | | |
| 3 % % debentures maturing 1962 to 1977, less \$1,132,000 in treasury in 1960 and \$2,299,000 in 1959 | 22,693,000 | 23,016,000 | |
| 4% notes payable maturing 1962 and 1963 | 1,800,000 | 2,700,000 | |
| Total long-term debt | 24,493,000 | 25,716,000 | |
| | | | |
| Capital Stock and Surplus: | | | |
| Common stock – authorized, 6,000,000 shares, par value \$4 each (170,990 shares reserved under stock option plan); issued, 4,912,946 shares in 1960 | 19,651,784 | 19,492,420 | |
| Capital surplus (principally arising from stock dividends) | 9,486,991 | 8,722,112 | |
| Earned surplus (\$54,419,709 restricted as to payment of dividends under Indenture relating to 33% Debentures). | 116,708,403 | 108,112,538 | |
| Total | 145,847,178 | 136,327,070 | |
| Less cost of treasury stock – 21,407 shares | 477,052 | 477,052 | |
| Capital stock (4,891,539 shares in 1960) and | | | |
| surplus | 145,370,126 | 135,850,018 | |
| TOTAL | \$184,926,663 | \$173,732,432 | |
| | | | |
| | | | |

STATEMENT OF CONSOLIDATED INCOME

FOR THE YEARS ENDED DECEMBER 31, 1960 AND 1959

| | 1960 | 1959 |
|--|---------------|---------------|
| Sales, Less Freight, Discounts, and Allowances | \$400,900,568 | \$382,724,798 |
| LESS FEDERAL AND STATE BEER TAXES | 92,145,499 | 86,732,776 |
| Net Sales | 308,755,069 | 295,992,022 |
| Cost of Sales | 215,836,647 | 207,338,414 |
| Gross Profit on Sales | 92,918,422 | 88,653,608 |
| OPERATING EXPENSES: | | |
| Advertising, selling, and delivery | 53,407,967 | 51,280,375 |
| General and administrative, and research | 6,485,793 | 8,272,623 |
| Total | 59,893,760 | 59,552,998 |
| Profit from Operations | 33,024,662 | 29,100,610 |
| OTHER INCOME: | | |
| Interest | 672,421 | 374,072 |
| Cash discounts on purchases | 890,958 | 884,887 |
| Income from rentals-net | 40,986 | 24,658 |
| Net profit (loss) on disposition of property | 82,127 | (96,300) |
| Miscellaneous | 68,144 | 107,334 |
| Total | 1,754,636 | 1,294,651 |
| Total | 34,779,298 | 30,395,261 |
| Income Charges: | | |
| Interest expense | 887,942 | 889,950 |
| Busch Stadium expenses in excess of rentals | 295,184 | 366,394 |
| Miscellaneous | 144,690 | 63,801 |
| Total | 1,327,816 | 1,320,145 |
| NET INCOME BEFORE INCOME TAXES | 33,451,482 | 29,075,116 |
| Provision for Income Taxes | 18,035,572 | 16,046,444 |
| NET INCOME FOR THE YEAR | \$ 15,415,910 | \$ 13,028,672 |
| Provision for Depreciation Included Above | \$ 10,580,827 | \$ 10,082,726 |
| | | |

STATEMENT OF CONSOLIDATED SURPLUS

FOR THE YEAR ENDED DECEMBER 31, 1960

| | Earned Surplus | Capital Surplus |
|--|----------------|-----------------|
| Balance, January 1, 1960 | \$108,112,538 | \$ 8,722,112 |
| Add: Net income for the year | 15,415,910 | |
| Excess of option price over par value of common stock sold under stock option plan | | 764,879 |
| Total | 123,528,448 | 9,486,991 |
| DEDUCT-Cash dividends-\$1.40 a share | 6,820,045 | |
| Balance, December 31, 1960 | \$116,708,403 | \$ 9,486,991 |



HASKINS & SELLS

CERTIFIED PUBLIC ACCOUNTANTS

BOATMEN'S BANK BUILDING
SAINT LOUIS 2

Anheuser-Busch, Incorporated:

We have examined the consolidated balance sheet of Anheuser-Busch, Incorporated and its subsidiaries as of December 31, 1960 and the related statements of consolidated income and surplus for the year then ended. Our examination was made in accordance with generally accepted auditing standards, and accordingly included such tests of the accounting records and such other auditing procedures as we considered necessary in the circumstances.

In our opinion, the accompanying consolidated balance sheet and statements of consolidated income and surplus present fairly the financial position of the companies at December 31, 1960 and the results of their operations for the year then ended, in conformity with generally accepted accounting principles applied on a basis consistent with that of the preceding year.

Haskins & Sells



10 YEAR SUMMARY OF FINANCIAL CONDITION

ASSETS

| 1951 | 001 100 | \$ 12,805,120 | 8,418,405 | 29,246,883 | 51,020,158 | 169,575 | | 69,382,748 2,870,218 | 932,562 2,613,949 | 75,799,477 | 2,255,776 | \$129,244,986 |
|------|--------------|--------------------------------|--|---------------------------------|----------------------|-------------------------------------|---|--|--|--------------|------------------|---------------|
| | | | | | | | | | | | | |
| 1952 | | 5,523,588 | 3,939,889 | 24,821,310 | 64,116,850 | 272,121 | | 71,086,215 | 614,571 | 76,756,046 | 2,308,546 | \$143,453,563 |
| 1953 | 903 214 11 9 | 4,889,879 | 7,781,676 | 717,020 25,174,223 | 50,279,494 | 298,894 | 4,876,167 | 75,112,809 14,798,570 | 602,828 | 91,208,431 | 2,407,583 | \$149,070,569 |
| 1954 | 40 475 406 | 5.583.526 | 9,100,357 | 25,405,591 | 59,862,969 | 369,507 | 6,530,349 | 93,055,499 | 459,856 | 96,079,892 | 2,718,358 | \$165,561,075 |
| 1955 | . 070 | \$ 18,478,350 | 985,000 | 297,701 | 52,430,978 | 506,392 | 6,650,217 | 92,309,841 | 394,756 367,949 | 93,744,697 | 3,323,401 | \$156,655,685 |
| 1956 | | 12,019,392 | 978,342 | 22,784,452 | 59,420,371 | 588,995 | 6,408,894 | 88,767,121 698,539 | 387,064 | 90,196,225 | 2,429,544 | \$159,044,029 |
| 1957 | , | \$ 11,917,955 | 995,318 | 21,163,921 | 67,226,726 | 1,018,259 | 5,317,332 | 85,621,658 | 420,337 | 88,125,175 | 2,711,985 | \$164,399,477 |
| 1958 | 0.000.000 | 4.938.365 | 4,003,927 | 23,125,803 | 55,244,562 | 1,032,904 | 5,083,498 | 89,747,705 11,951,945 | 470,307 | 102,646,146 | 3,160,654 | \$167,167,764 |
| 1959 | 100 P | \$ 11,791,655 | 13,330,476 | 25,367,627 | 58,335,582 | 990,082 | 4,922,643 | 100,933,260 | 485,506 | 106,281,388 | 3,202,737 | \$173,732,432 |
| 1960 | | \$ 10,506,716 | 3,978,375 | 24,942,413 | 63,404,238 | 1,058,037 | 4,729,747 | 101,654,492 7,384,545 | . 1,511,787 | 112,713,466 | 3,021,175 | \$184,926,663 |
| | ASSETS: | Cash. United States Government | Commercial paper Receivables, less reserve | Advance on purchase commitments | Total current assets | MISCELLANEOUS NON-CURRENT ASSETS | INVESTMENT AND AD- VANCES—ST. LOUIS NA- TIONAL BASEBALL CLUB, INC. (including Busch Stadium) | PROPERTY (Depreciated value): Plant and branch property Construction in progress | Real estate other than plant property. | Net property | DEFERRED CHARGES | TOTAL |

LIABILITIES

| | | LIABILII | L D | | | | | | | |
|---|--|--|---|--|--|-------------------------------------|--------------------------------------|---------------------------------------|---|---|
| | 1960 | 1959 | 1958 | 1957 | 1956 | 1955 | 1954 | 1953 | 1952 | 1951 |
| CURRENT LIABILITIES: Long-term debt due in one year. Notes payable to banks | \$ 900,000 | | | | | \$ 795,000 | \$ 1,540,000 | \$ 785,000 | | \$ 5,000,000 |
| Accounts payable and accrued expenses. Income taxes. Tax notes. | 12,678,923 11,880,000 10,395,386 | \$ 11,327,633 10,680,000 9,841,219 | \$ 11,245,586 8,290,000 6,452,516 | \$ 9,036,915 7,787,000 2,921,982 | \$ 8,468,150 8,549,500 5,796,147 | 8,423,065 8,820,000 8,159,329 | 8,185,797 14,765,000 5,000,000 | 7,489,766 22,950,000 22,650,000 | \$ 7,620,309 19,230,000 <i>16,350,000</i> | 7,862,795 10,439,000 <i>350,000</i> |
| Total current liabilities | 15,063,537 | 12,166,414 | 13,083,070 | 13,901,933 | 11,221,503 | 9,878,736 | 19,490,797 | 8,574,766 | 10,500,309 | 22,951,795 |
| LONG-TERM DEBT: 3%% debentures maturing from 1962 to 1977 (less \$1,132,000 treasury bonds in 1960) | 22,693,000 | 23,016,000 | 23,060,000 | 27,231,000 | 28,549,000 | 31,275,000 | 32,765,000 | 34,255,000 | 35,000,000 | |
| 4% notes payable (due 1962 and 1963). Mortgage on Busch Stadium. Notes payable to banks. | 1,800,000 | 2,700,000 | 2,700,000 | | | 325,000 | 375,000 | 425,000 | | 15,000,000 |
| Total long-term debt | 24,493,000 | 25,716,000 | 25,760,000 | 27,231,000 | 28,549,000 | 31,600,000 | 33,140,000 | 34,680,000 | 35,000,000 | 15,000,000 |
| CAPITAL STOCK AND SURPLUS: Common stock — authorized, 6,000,000 shares, par value \$4 each, (170,990 reserved under stock option plan) issued, 4,912,946 shares Capital surplus. Earned surplus (\$54,419,709 | 19,651,784 | 19,492,420 | 19,375,700 | 19,373,900 8,295,128 | 19,373,500 | 19,372,500 | 19,372,500 | 18,900,000 | 18,000,000 | 18,000,000 |
| restricted as to payment of dividends under indenture relating to 3% % debentures). Total | 116,708,403 | 108,112,538 136,327,070 | 101,124,227 | 96,074,568 | 92,083,391 | 88,112,907 | 85,866,216 | 81,808,553 | 80,551,629 | 73,891,566 |
| Less cost of treasury stock—21,407 shares. | 477,052 | 477,052 | 477,052 | 477,052 | 477,052 | 598,395 | 598,375 | 598,375 | 598,375 | 598,375 |
| Capital stock (4,891,539 shares) and surplus. Per share. | 145,370,126 | 135,850,018 | 128,324,694 | 123,266,544 | 119,273,526 | 115,176,949 | 112,930,278 | 105,815,803 | 97,953,254 | 91,293,191 |
| TOTAL | \$184,926,663 | \$173,732,432 | \$167,167,764 | \$164,399,477 | \$159,044,029 | \$156,655,685 | \$165,561,075 | \$149,070,569 | \$143,453,563 | \$129,244,986 |
| | | | | | | | | | | |

SALES, INCOME, DIVIDENDS, EARNINGS REINVESTED, DEPRECIATION and PAYROLLS...

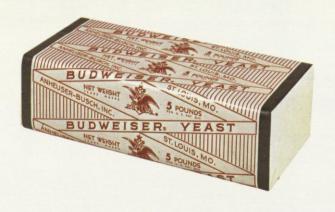
| | | 1 | | | | | | | | |
|------|------------|---------------|------------|------------|----------|-------------|----------|------------|--------------|--------------|
| | | | Income | | Earnings | Dividends | Paid | | Depreciation | |
| | | | Before | | Per | §Shares | Per | Earnings | Charged to | Direct |
| | Barrels | Net Sales | Taxes | Earnings | Share | Outstanding | Share | Reinvested | Operations | Payroll |
| 1933 | 607,511 | \$ 15,049,833 | \$ 457,251 | \$ 325,529 | \$ 1.81 | 180,000 | \$ 3.00‡ | | \$ 975,821 | NA |
| 1934 | 1,093,223 | 16,843,719 | 1,083,704 | 907,767 | 5.04 | 180,000 | 1.00 | \$ 727,767 | 1,152,746 | NA |
| 1935 | 1,135,776 | 17,223,306 | 1,049,258 | 891,918 | 4.96 | 180,000 | 1.00‡ | 486,918 | 1,207,543 | \$ 5,576,000 |
| 1936 | 1,376,692 | 21,150,154 | 3,715,984 | 3,041,653 | 16.90 | 180,000 | 12.00 | 881,653 | 1,285,920 | 6,356,000 |
| 1937 | 1,839,960 | 33,311,896 | 5,771,871 | 4,164,245 | 23.13 | 180,000 | 8.00 | 2,724,245 | 1,249,768 | 8,250,000 |
| 1938 | 2,087,188 | 35,803,704 | 6,773,409 | 5,445,867 | 6.05 | 900,000 | 1.60 | 4,005,867 | 1,428,096 | 8,922,000 |
| 1939 | 2,305,988 | 39,397,379 | 8,667,745 | 7,013,250 | 7.79 | 900,000 | 3.50 | 3,863,250 | 1,518,393 | 9,532,000 |
| 1940 | 2,462,211 | 42,859,413 | 8,624,393 | 6,407,883 | 7.12 | 900,000 | 4.00 | 2,807,883 | 1,709,360 | 10,288,000 |
| 1941 | 3,089,954 | 55,945,667 | 12,774,685 | 6,780,492 | 7.53 | 900,000 | 5.00 | 2,280,492 | 2,011,846 | 12,163,000 |
| 1942 | 3,492,343 | 68,009,070 | 15,744,654 | 6,439,818 | 7.16 | 900,000 | 3.75 | 3,064,818 | 2,463,575 | 13,690,000 |
| 1943 | 3,569,030 | 74,752,235 | 14,614,373 | 6,081,789 | 6.76 | 900,000 | 4.75 | 1,806,789 | 2,448,032 | 16,177,000 |
| 1944 | 3,692,352 | 76,668,879 | 13,755,798 | 5,639,253 | 6.27 | 900,000 | 4.00 | 2,039,253 | 2,662,119 | 16,825,000 |
| 1945 | 3,529,468 | 76,153,543 | 12,726,620 | 5,613,605 | 6.24 | 900,000 | 4.00 | 2,013,605 | 2,922,451 | 17,871,000 |
| 1946 | 3,026,413* | 75,229,683 | 13,814,970 | 8,461,311 | 9.40 | 900,000 | 5.00 | 3,961,311 | 2,109,559 | 18,191,000 |
| 1947 | 3,608,903 | 104,401,628 | 16,221,459 | 9,883,845 | 2.20 | 4,500,000 | 1.20 | 4,483,845 | 2,240,280 | 23,096,000 |
| 1948 | 4,042,181 | 122,848,790 | 21,999,072 | 13,459,808 | 2.99 | 4,500,000 | 1.00 | 8,959,808 | 2,716,100 | 25,951,000 |
| 1949 | 4,526,115 | 135,304,255 | 23,780,430 | 14,509,752 | 3.22 | 4,500,000 | 1.00 | 10,009,752 | 3,343,994 | 29,178,000 |
| 1950 | 4,888,732 | 151,565,906 | 24,893,941 | 13,247,712 | 2.94 | 4,500,000 | 1.20 | 7,847,712 | 3,872,468 | 33,690,000 |
| 1951 | 5,479,314 | 179,405,026 | 20,926,313 | 10,776,927 | 2.41 | 4,475,000 | 1.20 | 5,391,477 | 5,053,180 | 39,175,000 |
| 1952 | 6,034,443 | 208,155,695 | 31,375,205 | 12,030,063 | 2.69 | 4,475,000 | 1.20 | 6,660,063 | 5,391,292 | 42,535,000 |
| 1953 | 6,711,222 | 237,003,969 | 36,077,913 | 13,232,549 | 2.82 | 4,698,750 | 1.20† | 7,862,549 | 5,607,631 | 49,629,000 |
| 1954 | 5,828,760 | 215,923,244 | 27,231,414 | 12,752,975 | 2.65 | 4,816,218 | 1.20† | 7,114,475 | 6,427,030 | 49,415,000 |
| 1955 | 5,616,793 | 201,718,743 | 17,274,396 | 8,026,152 | 1.67 | 4,816,218 | 1.20 | 2,246,691 | 7,186,735 | 50,011,000 |
| 1956 | 5,864,034 | 214,692,297 | 19,786,812 | 9,751,671 | 2.02 | 4,821,968 | 1.20 | 3,970,484 | 7,352,741 | 52,528,000 |
| 1957 | 6,116,077 | 227,224,930 | 19,955,587 | 9,777,599 | 2.03 | 4,822,068 | 1.20 | 3,991,177 | 7,508,440 | 53,238,000 |
| 1958 | 6,982,022 | 257,112,848 | 22,489,222 | 10,836,305 | 2.25 | 4,822,518 | 1.20 | 5,049,659 | 8,496,850 | 57,620,000 |
| 1959 | 8,064,756 | 295,992,022 | 29,075,116 | 13,028,672 | 2.69 | 4,851,698 | 1.25 | 6,988,311 | 10,082,726 | 62,843,000 |
| 1960 | 8,477,099 | 308,755,069 | 33,451,482 | 15,415,910 | 3.15 | 4,891,539 | 1.40 | 8,595,865 | 10,580,827 | 65,309,000 |
| | | | | | | | | | | |

[§]Shares outstanding at December 31.

[‡]In addition to cash dividends of \$3.00 per share paid in 1933 and \$1.00 per share in 1935, there was a distribution of 18,000 shares of The Borden Company stock in 1933 and 9,000 shares of The Borden Company stock in 1935.

[†]In addition to cash dividend of \$1.20 per share paid in 1953 and 1954, a 5% dividend in shares of the corporation was distributed on December 30, 1953; and a 2½% dividend in shares of the corporation was distributed on December 30, 1954.

^{*}Presidential Order effective March 1 reduced quantity of grains used in brewing to 70% of 1945 usage. Reduction remained in effect until September 1 when usage was increased to 85%, restriction removed on December 1.



















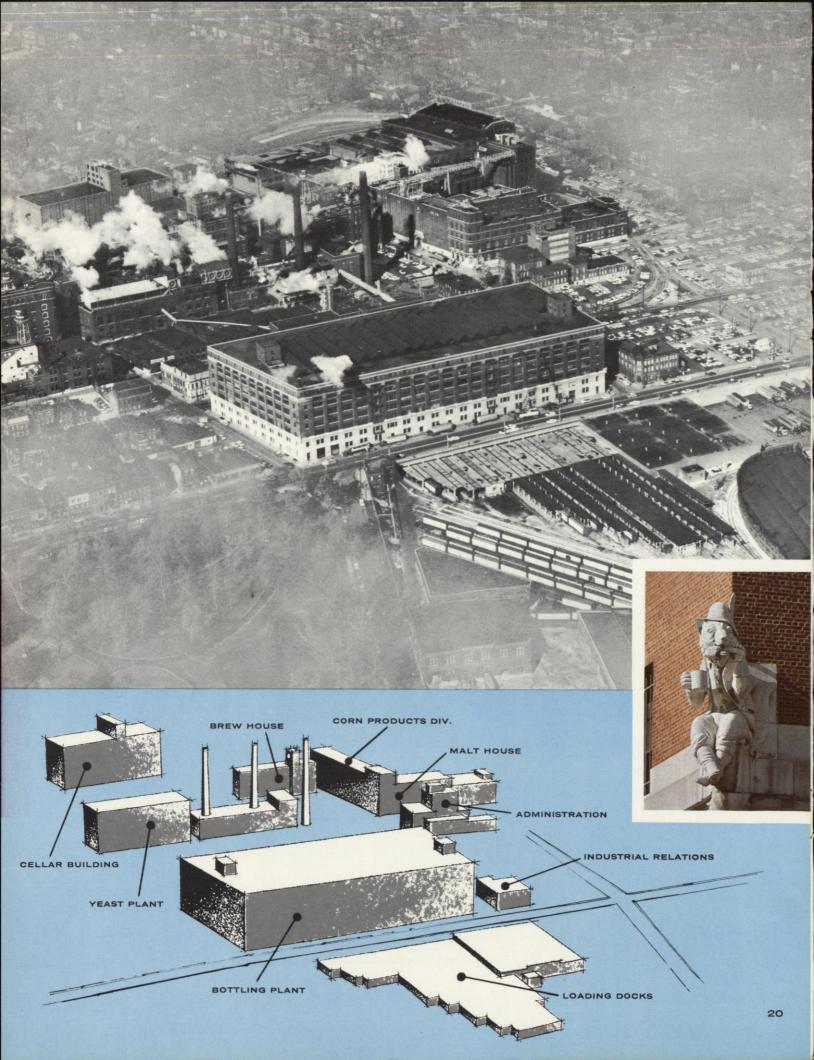
Anheuser-Busch products





and manufacturing plants . . .

Abinco, A-B, Delta, Budweiser, Michelob, Bud, Busch, Regal are registered trademarks of Anheuser-Busch, Inc.



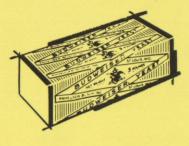
The Corn Products Division in St. Louis produces a variety of corn syrups that are sold nationally in tank cars, tank trucks and drums to confectioners, syrup mixers, canners, bakers and ice cream manufacturers.



Also produced by the same division in St. Louis are a variety of powdered starches, gums, and dextrines widely used in the manufacturing and processing of paper, textiles, food and even in the drilling of oil wells.



Budweiser Bakers Yeast is produced in St. Louis and Old Bridge, N. J. The St. Louis plant has the capacity to produce 33,000,000 pounds of yeast annually.



Budweiser, Michelob, and Busch Bavarian are brewed at the St. Louis plant.







ST. LOUIS

In operation since 1852, the St. Louis Brewery is a city in itself. It is the largest single brewing plant in the entire world. Ninety separate buildings cover 70 city blocks, including Corn Products manufacturing and Yeast Plant operations.

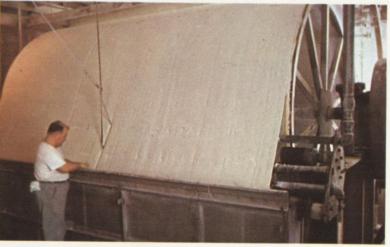
It has more than 5,000,000 square feet of covered floor space equal to approximately 115 acres of ground.

On the corners of the Bottling Plant are the familiar Anheuser-Busch foxes – color photo inset at left. The use of such ornaments dates back to the middle ages when artisans and stonecutters began the custom of placing some sort of an animal on the arches and corners of new buildings. The statues represent something of a hallmark and symbol of the stonecutter's originality and freedom in his work.

The St. Louis brewery has a generating capacity to serve the daily electricity needs for about 75,000 persons. The daily capacity of the brewery's water plant is more than 7,000,000 gallons – enough for the household requirements of a city of 70,000 persons.

There are approximately 10 miles of railroad track within the brewery property. One hundred sixty-five freight cars can be placed on loading tracks at one time, with an additional 122 on holding tracks.

The plant has a brewing capacity of 6,000,000 barrels of beer annually. There are about 5,000 persons employed at the St. Louis plant.



A ten-foot wide strip of corn starch being dewatered.



NEWARK

Construction on the eastern home of Budweiser at Newark began in March, 1950 and the first shipments of draught beer rolled out in June, 1951. The plant is located along U.S. Highway 1 on a 51 acre site.

The Newark plant was tailor-made to duplicate every phase of the Budweiser brewing process in St. Louis. The equipment and materials at Newark and St. Louis are the same-the products identical.

Budweiser and Michelob are brewed at the Newark plant. It has an annual capacity of 1,800,000 barrels and employs about 1,000 people.

> In these huge glass-lined tanks in the Lager Cellars of the Newark plant, Budweiser undergoes a natural clarification process and is fermented a second time. The second fermentation produces Budweiser's natural carbonation and delightful flavor.







LOS ANGELES

The Anheuser-Busch Los Angeles plant was dedicated on June 23, 1954. It is located on a 65-acre site at Roscoe Blvd. and Woodley Ave., in nearby Van Nuys. Originally the plant had the capacity to ship 800,000 barrels annually. It is currently being expanded to provide an additional 500,000 barrels a year.

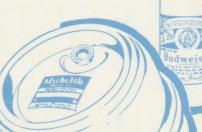
The brewery is equipped to produce Budweiser and Michelob exactly as it is brewed in St. Louis and Newark. About 450 persons are employed at the plant.

A huge storage tank is swung into place in the new five-story stockhouse at the Los Angeles plant.





Gleaming brew kettles produce Budweiser and Michelob identical to that brewed in St. Louis and Newark.



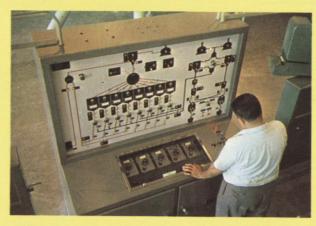
TAMPA

The Florida home of Budweiser in Tampa was completed in June, 1959. It is located on a 160-acre tract in Tampa's Industrial Park. Originally designed to produce 450,000 barrels of beer annually, plant expansion was recently completed and capacity is now 750,000 barrels a year.

The Budweiser and Michelob produced at the Tampa plant is identical to that brewed in St. Louis, Newark and Los Angeles. About 250 persons are employed at the plant.

Adjacent to the Tampa plant is
Busch Gardens-a haven for tropical
birds, wildlife and the setting for rare
and exotic plants. The Hospitality
House is located in this area.
More than one million persons have
toured the Hospitality House,
plant and Gardens since the opening.







The Tampa Brewery is one of the most modern in the world. This instrument board automatically controls the handling of the grain from storage bin to brewing.



Regal Beer and Regal Ale are produced at the Miami plant.



MIAMI



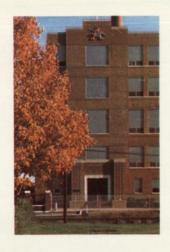
Anheuser-Busch, Inc., acquired the Regal Brewery in Miami, Fla., in 1958. The plant produces Regal Beer and Regal Ale. Annual capacity is approximately 400,000 barrels and about 200 persons are employed at the plant.

During the past year, the company, operated under a consent judgment entered January 11, 1960. Additional information on this matter is available in the Legal Proceedings section elsewhere in this report.

OLD BRIDGE

A second Yeast Plant was established in Old Bridge, N. J., in 1931. The plant has the capacity to produce 33,000,000 pounds of yeast annually and employs about 80 persons.

> Anheuser-Busch is the second largest domestic supplier of bakers yeast.







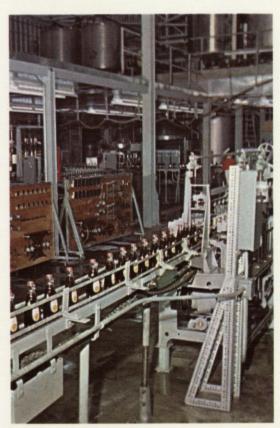
The yeast is wrapped in waxed paper bearing the distinctive Budweiser label.

NEW ORLEANS

A blending plant for table syrups was established in New Orleans in 1933. Construction of a new plant located in Harahan, La., a suburb of New Orleans, was recently completed. About 50 persons are employed at the plant.

Corn syrup is manufactured in St. Louis and shipped to the New Orleans plant in tank cars. There it is blended with cane sugar and other ingredients to produce Bud, Honey, Bud, Waffle, Bud, Golden, Bud, Crystal and Delta, table syrups.





Corn Syrup, refined at the St. Louis plant, is blended with cane sugar and other ingredients at the New Orleans plant to produce the company's line of table syrups. Here the Bude Delicious syrup production line passes through the labeling machine.



GUARD_®—used in the baking industry as a mold inhibitor for bread and cakes.

D-S (Diastatic Supplement)—a diastated barley flour used in the baking industry as a dough conditioner.

ANHEUSER-BUSCH A-B YEAST FOOD®

—a yeast nutrient and water and dough

conditioner used in making bread and rolls.

A-B ENRICHMENT WAFERS—provide essential vitamins required for "vitamin enriched" white bread.



A.B. PRODUCTS





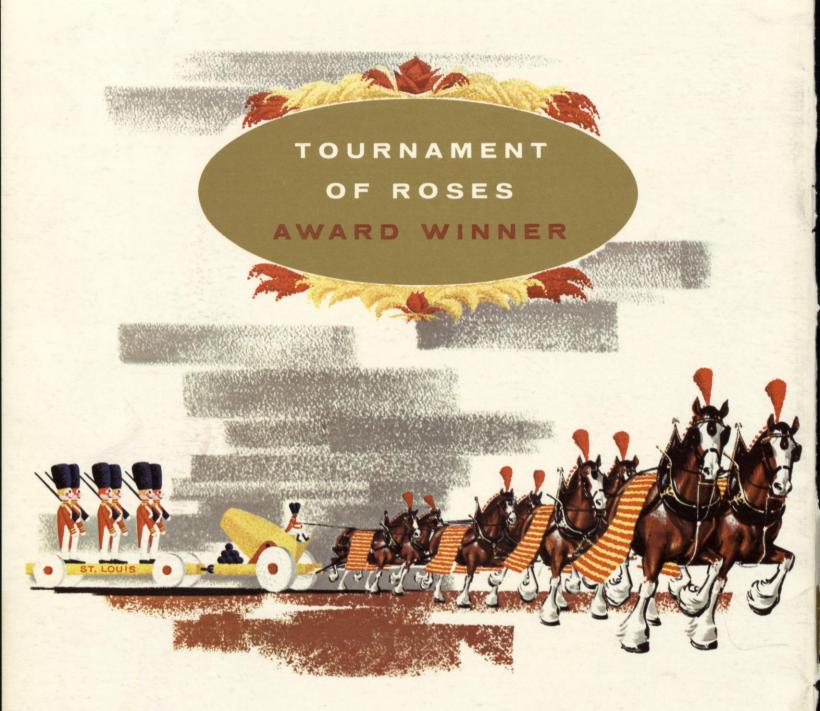
BUD® BRAND EGGS—a complete line of frozen and dried solids for the baking industry and other food processors.

COTTON MAID LIQUID LAUNDRY **STARCH**—available in retail stores in the southern part of the country.

A-B BAKING POWDER AND BAKERS
CREAM—leaveners for all types of cakes.

"CHIPS" (Diastatic Supplement)—an enzyme in wafer form. Used as a dough conditioner in the baking industry.





THE PARADE OF THE WOODEN SOLDIERS